

EXHIBIT K TO
FORD MOTION IN LIMINE

1121

STAPLE SCREENER TO BACK OF QUESTIONNAIRE. DO THIS NOW.

QUESTIONNAIRE - W

DO NOT ERASE ON THE QUESTIONNAIRE.

TAKE RESPONDENT INTO INTERVIEWING ROOM.

SEAT RESPONDENT AND SEAT YOURSELF ACROSS FROM THE RESPONDENT.

In a moment, I am going to show you the survey exhibit; then I will ask you a couple of questions.

Please understand that we are only interested in your opinions; and if you don't have an opinion or don't know the answer to a question, that is an acceptable answer.

TAKE EXHIBIT CARD W OUT OF FILE AND HAND TO RESPONDENT.

Please look at the products and name on this survey exhibit.

Please take as much time as you like, and let me know when you are ready to continue.

PAUSE UNTIL RESPONDENT INDICATES HE/SHE IS READY TO CONTINUE.

6.0 Who, or what company, do you believe puts out the products on this card with this name?
RECORD RESPONSE VERBATIM.

I don't know

IF 'DON'T KNOW,' GO TO --> Q7.0;
OTHERWISE, CONTINUE.

6.1 Why do you say that?
RECORD RESPONSE VERBATIM.

CONTINUE.

7.0 What other brand name or names, if any, do you believe are used by the company that puts out the products on this card with this name?

RECORD RESPONSE VERBATIM.

Clairol

IF 'DON'T KNOW,' GO TO --> Q8.0;
OTHERWISE, CONTINUE.

7.1 ASK FOR EACH RESPONSE AT Q7.0:

RECORD FIRST RESPONSE TO Q7.0:

Clairol

Why do you say that INSERT 1ST RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?

RECORD RESPONSE VERBATIM.

Because it is a name brand

IF MORE THAN ONE RESPONSE AT Q7.0, CONTINUE;
OTHERWISE, GO TO --> Q8.0.

7.2 RECORD SECOND RESPONSE TO Q7.0:

Why do you say that INSERT 2ND RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?

RECORD RESPONSE VERBATIM.

IF MORE THAN TWO RESPONSES AT Q7.0, CONTINUE;
OTHERWISE, GO TO --> Q8.0.

7.3 RECORD THIRD RESPONSE TO Q7.0:

Why do you say that INSERT 3RD RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?

RECORD RESPONSE VERBATIM.

IF MORE THAN THREE RESPONSES AT Q7.0,
USE BACK OF PAGE AND CONTINUE;
OTHERWISE, GO TO --> Q8.0.

8.0 Now, I am going to ask you a question that has three choices. PAUSE. After I am done, if you want me to read the question again, just ask me. PAUSE.

Do you believe that the company that puts out the products on this card with this name...READ LIST...

one, does not have a business affiliation or business connection with any other company or companies;

two, has a business affiliation or business connection with any other company or companies; or

three, don't know or have no opinion?

RECORD RESPONSE VERBATIM.

I think they do have a business affiliation

IF '...HAS A BUSINESS AFFILIATION/CONNECTION...', CONTINUE;
OTHERWISE, GO TO --> Q9.0.

8.1 With what other company or companies?

RECORD RESPONSE VERBATIM.

Herbal Essence.

IF 'DON'T KNOW' NAME(S),
GO TO --> Q8.3;
OTHERWISE, CONTINUE.

8.2 Why do you say that?

RECORD RESPONSE VERBATIM.

Because of all of the products that
they make

GO TO --> Q9.0.

8.3 Even though you don't know the name or names, what if anything, can you tell me about the company or companies that you believe have a business affiliation or business connection with the company that puts out the products on this card with this name?

RECORD RESPONSE VERBATIM.

CONTINUE.

1121

9.0 Now, I am going to ask you another question that has three choices. PAUSE. Again, after I am done, if you want me to read the question again, just ask me. PAUSE.

Do you believe that the products on this card with this name
...READ LIST...

one, are not being put out with the authorization or approval of any other company or companies;

two, are being put out with the authorization or approval of any other company or companies; or

three, don't know or have no opinion?

RECORD RESPONSE VERBATIM.

I don't know

IF '...PUT OUT WITH THE AUTHORIZATION/APPROVAL...' CONTINUE;
OTHERWISE, GO TO --> Q10.0.

9.1 With what other company or companies?

RECORD RESPONSE VERBATIM.

IF 'DON'T KNOW' NAME(S);
GO TO --> Q9.3;
OTHERWISE, CONTINUE.

9.2 Why do you say that?

RECORD RESPONSE VERBATIM.

GO TO --> Q10.0.

9.3 Even though you don't know the name or names, what, if anything, can you tell me about the company or companies that you believe gave their authorization or approval for the products on this card with this name?
RECORD RESPONSE VERBATIM.

CONTINUE.

10.0 Would you please tell me what letter is on the back of the card?

RECORD LETTER.

LETTER: W CONTINUE.

PUT EXHIBIT CARD BACK IN FILE AND CONTINUE.

VERIFICATION:

Finally, may I please have your name and telephone number? This information is so that my Supervisor can verify a portion of my work. If you are contacted, it will only be to confirm that I conducted this interview and for no other reason.

Respondent Name: L

Redacted

Telephone Number: _____

ASK: Is that a daytime or evening telephone number?
RECORD RESPONSE WITH AN 'X.'

X 1. daytime telephone number

X 2. evening telephone number

THANK RESPONDENT FOR HIS/HER TIME AND PARTICIPATION.

Interviewer Certification:

I hereby certify that the information contained on this Screener/Questionnaire is a true and accurate record of this respondent's comments as they were given to me.

Anne Harmon
Interviewer's signature

1/7/08
Date

Supervisor Validation:

I hereby certify that I personally met this respondent and confirmed his/her answers to questions 1.0 through 2.1.

Supervisor's signature

MAKE CERTAIN THAT THE SCREENER IS SECURELY FASTENED TO THE BACK OF THIS QUESTIONNAIRE. DO THIS NOW.

FB&A
1/08
#13021121

SCREENER - W

Hello. My name is _____, and I am with _____. We are conducting a very brief survey today on hair care products and would like to include your opinions.

1.0 RECORD GENDER:

☒ 1. male _____
 _____ 2. female _____

CHECK SCREENING QUOTA. CONTINUE.

1.1 So that we can get a mix of individuals in various age categories, would you please tell me if you are...
 READ LIST. RECORD RESPONSE WITH AN 'X.'

_____ 1. under 18 TERMINATE.
 _____ 2. 18 to 34 _____
 _____ 3. 35 to 54 _____
☒ 4. 55 or over _____

CHECK SCREENING QUOTA. CONTINUE.

_____ 5. refused DO NOT READ. TERMINATE.

2.0 Within the past six months, have you purchased any of the following hair care products?
 READ LIST. RECORD RESPONSES WITH AN 'X.'

	<u>Yes</u>	<u>No</u>	<u>Don't Recall</u>
- shampoo?	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- conditioner?	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- hair spray, styling gel, mousse, or pomade? . . .	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- straightener?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.
- dyes, rinses, highlighter or hair mascara?	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- hair glitter?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.
- hair removing creams?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.

CONTINUE.

- 2.1 Within the next six months, are you likely to purchase any of the following hair care products?
 READ LIST. RECORD RESPONSES WITH AN 'X.'

	<u>Yes</u>	<u>No</u>	<u>Don't Know</u>
- shampoo?	<u>X</u> 1.	2.	3.
- conditioner?	<u>X</u> 1.	2.	3.
- hair spray, styling gel, mousse, or pomade? . . .	<u>X</u> 1.	2.	3.
- straightener?	1.	<u>X</u> 2.	3.
- dyes, rinses, highlighter or hair mascara?	<u>X</u> 1.	2.	3.
- hair glitter?	1.	<u>X</u> 2.	3.
- hair removing creams?	1.	<u>X</u> 2.	3.

IF 'YES,' TO ANY, CONTINUE;
 OTHERWISE, TERMINATE.

- 3.0 Do you, or does anyone else in your home, work for...
 READ LIST. RECORD RESPONSES WITH AN 'X.'

	<u>Yes</u>	<u>No</u>
- an advertising agency or marketing research firm?	1.	<u>X</u> 2.
- a retail store or company that makes, sells, or distributes any hair care products?	1.	<u>X</u> 2.

IF 'YES' TO EITHER, TERMINATE.
 IF 'NO' TO BOTH, CONTINUE.

- 4.0 Other than a political poll, during the past three months, have you participated in any marketing research surveys, including online surveys?
 RECORD RESPONSE WITH AN 'X.'

1. yes TERMINATE.
X 2. no/don't recall CONTINUE.

- 4.1 During the past month, have you heard anything about the subject of any of the interviews we are conducting here at the mall?

RECORD RESPONSE WITH AN 'X.'

1. yes TERMINATE.
X 2. no CONTINUE.

- 5.0 Do you usually wear contact lenses or eyeglasses when you are reading?

RECORD RESPONSE WITH AN 'X.'

1. yes CONTINUE.
X 2. no GO TO --> INVITATION TO INTERVIEW.

5.1 Do you have them with you at this time?
RECORD RESPONSE WITH AN 'X.'

____ 1. yes CONTINUE.

____ 2. no TERMINATE.

5.2 Will you please wear them during the rest of the interview?
RECORD RESPONSE WITH AN 'X.'

____ 1. yes, agreed CONTINUE.

____ 2. no, refused TERMINATE.

INVITATION TO INTERVIEW:

We would like to show you a survey exhibit and ask the remainder of our questions in our interviewing facility here at the mall. This will take only a few minutes of your time. Would you come with me, please?

RECORD RESPONSE WITH AN 'X.'

X 1. yes, agreed CONTINUE.

____ 2. no, refused TERMINATE.

1124

- 7.0 What other brand name or names, if any, do you believe are used by the company that puts out the products on this card with this name?
RECORD RESPONSE VERBATIM.

Bed Head

IF 'DON'T KNOW,' GO TO --> Q8.0;
OTHERWISE, CONTINUE.

- 7.1 ASK FOR EACH RESPONSE AT Q7.0:

RECORD FIRST RESPONSE TO Q7.0: Bed Head

Why do you say that INSERT 1ST RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?
RECORD RESPONSE VERBATIM.

Just because they always show
people with messy hair in sexual
positions.

IF MORE THAN ONE RESPONSE AT Q7.0, CONTINUE;
OTHERWISE, GO TO --> Q8.0.

- 7.2 RECORD SECOND RESPONSE TO Q7.0: _____

Why do you say that INSERT 2ND RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?
RECORD RESPONSE VERBATIM.

IF MORE THAN TWO RESPONSES AT Q7.0, CONTINUE;
OTHERWISE, GO TO --> Q8.0.

- 7.3 RECORD THIRD RESPONSE TO Q7.0: _____

Why do you say that INSERT 3RD RESPONSE TO Q7.0 is another brand name used by the company that puts out these products with this name?
RECORD RESPONSE VERBATIM.

IF MORE THAN THREE RESPONSES AT Q7.0,
USE BACK OF PAGE AND CONTINUE;
OTHERWISE, GO TO --> Q8.0.

1124

8.0 Now, I am going to ask you a question that has three choices. PAUSE. After I am done, if you want me to read the question again, just ask me. PAUSE.

Do you believe that the company that puts out the products on this card with this name...READ LIST...

one, has a business affiliation or business connection with any other company or companies;

two, does not have a business affiliation or business connection with any other company or companies; or

three, don't know or have no opinion?

RECORD RESPONSE VERBATIM.

I don't know

IF '...HAS A BUSINESS AFFILIATION/CONNECTION...', CONTINUE;
OTHERWISE, GO TO --> Q9.0.

8.1 With what other company or companies?

RECORD RESPONSE VERBATIM.

IF 'DON'T KNOW' NAME(S),
GO TO --> Q8.3;
OTHERWISE, CONTINUE.

8.2 Why do you say that?

RECORD RESPONSE VERBATIM.

GO TO --> Q9.0.

8.3 Even though you don't know the name or names, what, if anything, can you tell me about the company or companies that you believe have a business affiliation or business connection with the company that puts out the products on this card with this name?

RECORD RESPONSE VERBATIM.

CONTINUE.

1124

9.0 Now, I am going to ask you another question that has three choices. PAUSE. Again, after I am done, if you want me to read the question again, just ask me. PAUSE.

Do you believe that the products on this card with this name
...READ LIST...

one, are being put out with the authorization or approval of any other company or companies;

two, are not being put out with the authorization or approval of any other company or companies; or

three, don't know or have no opinion?

RECORD RESPONSE VERBATIM.

with the approval.

IF '...PUT OUT WITH THE AUTHORIZATION/APPROVAL...', CONTINUE;
OTHERWISE, GO TO --> Q10.0.

9.1 With what other company or companies?

RECORD RESPONSE VERBATIM.

maybe an alabama company
or victoria secret

IF 'DON'T KNOW' NAME(S),
GO TO --> Q9.3;
OTHERWISE, CONTINUE.

9.2 Why do you say that?

RECORD RESPONSE VERBATIM.

that what they sell

GO TO --> Q10.0.

9.3 Even though you don't know the name or names, what, if anything, can you tell me about the company or companies that you believe gave their authorization or approval for the products on this card with this name?

RECORD RESPONSE VERBATIM.

CONTINUE.

10.0 Would you please tell me what letter is on the back of the card?

RECORD LETTER.

LETTER: A CONTINUE.

PUT EXHIBIT CARD BACK IN FILE AND CONTINUE.

VERIFICATION:

Finally, may I please have your name and telephone number? This information is so that my Supervisor can verify a portion of my work. If you are contacted, it will only be to confirm that I conducted this interview and for no other reason.

Respondent Name: (

Redacted

Telephone Number: _____

ASK: Is that a daytime or evening telephone number?
RECORD RESPONSE WITH AN 'X.'

X 1. daytime telephone number

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THANK RESPONDENT FOR HIS/HER TIME AND PARTICIPATION.

Interviewer Certification:

I hereby certify that the information contained on this Screener/Questionnaire is a true and accurate record of this respondent's comments as they were given to me.

Phyllis Santo
Interviewer's signature

1/9
Date

Supervisor Validation:

I hereby certify that I personally met this respondent and confirmed his/her answers to questions 1.0 through 2.1.

Supervisor's signature

MAKE CERTAIN THAT THE SCREENER IS SECURELY FASTENED TO THE BACK OF THIS QUESTIONNAIRE. DO THIS NOW.

FB&A
1/08
#1302

124

SCREENER - W

Hello. My name is _____, and I am with _____. We are conducting a very brief survey today on hair care products and would like to include your opinions.

1.0 RECORD GENDER:

☒ 1. male _____
_____ 2. female _____

CHECK SCREENING QUOTA. CONTINUE.

1.1 So that we can get a mix of individuals in various age categories, would you please tell me if you are...
READ LIST. RECORD RESPONSE WITH AN 'X.'

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- conditioner?	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- hair spray, styling gel, mousse, or pomade? . . .	<input checked="" type="checkbox"/> 1.	_____ 2.	_____ 3.
- straightener?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.
- dyes, rinses, highlighter or hair mascara?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.
- hair glitter?	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.
- hair removing creams? . .	_____ 1.	<input checked="" type="checkbox"/> 2.	_____ 3.

CONTINUE.

- 2.1 Within the next six months, are you likely to purchase any of the following hair care products?
 READ LIST. RECORD RESPONSES WITH AN 'X.'

	<u>Yes</u>	<u>No</u>	<u>Don't Know</u>
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- straightener?	1.	<u>X</u> 2.	3.
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- hair removing creams? . .	1.	<u>X</u> 2.	3.

IF 'YES,' TO ANY, CONTINUE;
 OTHERWISE, TERMINATE.

- 3.0 Do you, or does anyone else in your home, work for...
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	<u>Yes</u>	<u>No</u>
- an advertising agency or marketing research firm?	1.	<u>X</u> 2.
- a retail store or company that makes, sells, or distributes any hair care products?	1.	<u>X</u> 2.

IF 'YES' TO EITHER, TERMINATE.
 IF 'NO' TO BOTH, CONTINUE.

- 4.0 Other than a political poll, during the past three months, have you participated in any marketing research surveys, including online surveys?
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1. yes TERMINATE.
X 2. no/don't recall CONTINUE.

- 4.1 During the past month, have you heard anything about the subject of any of the interviews we are conducting here at the mall?
 RECORD RESPONSE WITH AN 'X.'

1. yes TERMINATE.
X 2. no CONTINUE.

- 5.0 Do you usually wear contact lenses or eyeglasses when you are reading?
 RECORD RESPONSE WITH AN 'X.'

1. yes CONTINUE.
X 2. no GO TO --> INVITATION TO INTERVIEW.

1124

5.1 Do you have them with you at this time?
RECORD RESPONSE WITH AN 'X.'

- ____ 1. yes CONTINUE.
____ 2. no TERMINATE.

5.2 Will you please wear them during the rest of the interview?
RECORD RESPONSE WITH AN 'X.'

- ____ 1. yes, agreed CONTINUE.
____ 2. no, refused TERMINATE.

INVITATION TO INTERVIEW:

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RECORD RESPONSE WITH AN 'X.'

- X 1. yes, agreed CONTINUE.
____ 2. no, refused TERMINATE.